

UNITED STATES OF AMERICA
POSTAL REGULATORY COMMISSION
WASHINGTON, DC 20268-0001

Competitive Product Prices
Priority Mail Express International,
Priority Mail International &
First-Class Package International Service Contract 16

Docket No. MC2023-122

Competitive Product Prices
Priority Mail Express International,
Priority Mail International &
First-Class Package International Service Contract 16
(MC2023-122)
Negotiated Service Agreement

Docket No. CP2023-125

PUBLIC REPRESENTATIVE COMMENTS ON
POSTAL SERVICE REQUEST TO ADD PRIORITY MAIL EXPRESS
INTERNATIONAL, PRIORITY MAIL INTERNATIONAL &
FIRST-CLASS PACKAGE INTERNATIONAL SERVICE CONTRACT 16
TO THE COMPETITIVE PRODUCT LIST

(March 28, 2023)

The Public Representative hereby provides comments pursuant to the Commission's Notice in this docket.¹ In that Notice, the Commission established the above referenced docket to receive comments from interested persons, including the undersigned Public Representative, on a Postal Service Request to add Priority Mail Express International, Priority Mail International & First-Class Package International Service Contract 16 to the competitive product list.² The Postal Service's Request includes a Statement of Supporting Justification, a certification of compliance with 39

¹ Notice Initiating Docket(s) for Recent Postal Service Negotiated Service Agreements, March 21, 2023.

² Request of the United States Postal Service to Add Priority Mail Express International, Priority Mail International & First-Class Package International Service Contract 16 to Competitive Product List and Notice of Filing Materials Under Seal, March 20, 2023 (Request).

U.S.C. § 3633(a), and a copy of Governor's Decision No. 19-1. The Postal Service also filed (under seal) a contract related to the proposed new product and supporting financial data.

According to the Postal Service, Priority Mail Express International, Priority Mail International & First-Class Package International Service Contract 16 is a competitive product "not of general applicability" within the meaning of 39 U.S.C. § 3632(b)(3). *Request* at 1. The Postal Service also maintains that the prices and classification underlying the instant contract are supported by Governors' Decision No. 19-1.³ The Postal Service further asserts that the Statement of Supporting Justification provides support for adding Contract 16 to the competitive product list and the compliance of the contract with 39 U.S.C. § 3633(a). *Request* at 2.

The contract's effective date will be established as soon as possible, but no later than thirty (30) days after Commission approval. Attachment B at 3. The contract is expected to expire March 31, 2024 if the effective date falls between December 2, 2022 and March 31, 2023, unless terminated sooner pursuant to Article 12, Article 13, or Article 35 of the agreement. *Id.*

COMMENTS

The Public Representative has reviewed the instant contract, the Statement of Supporting Justification, and the financial data and model filed under seal that accompanies the Postal Service's Request. Based upon that review, the Public Representative concludes that Priority Mail Express International, Priority Mail International & First-Class Package International Service Contract 16 should be categorized as a competitive product and added to the competitive product list. In addition, it appears that the instant contract will generate sufficient revenues to cover costs during its term and thereby satisfy the requirements of 39 U.S.C. § 3633(a).

³ Decision of the Governors of the United States Postal Service on Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, February 7, 2019 (Governors' Decision No. 19-1).

Product List Assignment. Pursuant to 39 U.S.C. § 3642, the Postal Service requests that Contract 16 be added to the competitive product list. 39 U.S.C. § 3642 requires the Commission to consider whether the Postal Service exercises sufficient market power that it can effectively set the price of such product substantially above costs, raise prices significantly, decrease quality, or decrease output, without risk of losing a significant level of business to other firms offering similar products. 39 U.S.C. § 3642(b)(1). Products over which the Postal Service exercises such power are categorized as market dominant while all others are categorized as competitive.

The Postal Service makes a number of assertions that address the considerations of section 3642(b)(1). *Attachment D.* These assertions appear reasonable. Based upon these assertions, the Public Representative concludes that the Postal Service's Request to add Priority Mail Express International, Priority Mail International & First-Class Package International Service Contract 16 to the competitive product list is appropriate.

Requirements of 39 U.S.C. § 3633. Pursuant to 39 U.S.C. § 3633(a), the Postal Service's competitive prices must not result in the subsidization of competitive products by market dominant products; ensure that each competitive product will cover its attributable costs; and ensure that all competitive products collectively contribute an appropriate share of the institutional costs of the Postal Service. Based upon a review of the financial data, the negotiated prices for Contract 16 should generate sufficient revenues to cover costs during the term of the contract and therefore meet the requirements of 39 U.S.C. § 3633(a).

Finally, the Postal Service must file actual revenue and cost data for Contract 16 in future Annual Compliance Reports. These data will permit the Commission to annually review the financial results for Contract 16 for compliance with 39 U.S.C. § 3633(a).

The Public Representative respectfully submits the foregoing comments for the Commission's consideration.

Jennaca D. Upperman
Public Representative

901 New York Ave. NW
Washington, DC 20268-0001
202-789-6898
jennaca.upperman@prc.gov